

April 28, 2021

Outline of business results

Consolidated Net sales and Profits

(Millions of yen)

	1Q 2019	1Q 2020				1Q 2021				Consolidated to non-consolidated ratio
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year	
Net sales	218,681	224,329	100.0%	+5,647	+2.6%	239,350	100.0%	+15,021	+6.7%	1.10
Gross profit	42,917	46,143	20.6%	+3,226	+7.5%	47,157	19.7%	+1,013	+2.2%	1.09
Operating profit	14,648	16,147	7.2%	+1,498	+10.2%	16,699	7.0%	+552	+3.4%	1.15
Ordinary profit	15,087	16,484	7.3%	+1,397	+9.3%	17,238	7.2%	+753	+4.6%	1.08
Profit*	10,042	10,882	4.9%	+840	+8.4%	11,486	4.8%	+604	+5.6%	1.04

*Profit attributable to owners of parent

Non-consolidated Net sales and Profits

(Millions of yen)

	1Q 2019	1Q 2020				1Q 2021			
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
Net sales	197,520	202,009	100.0%	+4,489	+2.3%	218,389	100.0%	+16,379	+8.1%
Gross profit	39,219	42,193	20.9%	+2,974	+7.6%	43,068	19.7%	+875	+2.1%
Operating profit	12,793	14,123	7.0%	+1,329	+10.4%	14,559	6.7%	+435	+3.1%
Ordinary profit	14,074	15,606	7.7%	+1,532	+10.9%	15,977	7.3%	+370	+2.4%
Profit	9,764	10,825	5.4%	+1,060	+10.9%	11,055	5.1%	+229	+2.1%

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2019	FY 2020			FY 2021		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	218,681	224,329	+5,647	+2.6%	239,350	+15,021	+6.7%
2Q (Apr. - Jun.)	231,472	208,614	-22,858	-9.9%	-	-	-
3Q (Jul. - Sep.)	216,944	188,274	-28,670	-13.2%	-	-	-
4Q (Oct. - Dec.)	219,437	215,105	-4,331	-2.0%	-	-	-

Quarterly change of consolidated Ordinary profit

(Millions of yen)

	FY 2019	FY 2020			FY 2021		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	15,087	16,484	+1,397	+9.3%	17,238	+753	+4.6%
2Q (Apr. - Jun.)	19,623	14,478	-5,144	-26.2%	-	-	-
3Q (Jul. - Sep.)	12,677	11,249	-1,428	-11.3%	-	-	-
4Q (Oct. - Dec.)	16,318	15,338	-980	-6.0%	-	-	-

Consolidated Net sales by segments

(Millions of yen)

	1Q 2019	1Q 2020				1Q 2021			
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
System Integration business	142,502	144,594	64.5%	+2,092	+1.5%	156,454	65.4%	+11,859	+8.2%
Service and Support business	76,179	79,734	35.5%	+3,555	+4.7%	82,896	34.6%	+3,161	+4.0%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		1Q 2019	1Q 2020				1Q 2021			
		Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
Net sales	System Integration	122,075	122,915	60.8%	+840	+0.7%	136,232	62.4%	+13,316	+10.8%
	Service and Support	75,445	79,093	39.2%	+3,648	+4.8%	82,156	37.6%	+3,062	+3.9%
Gross profit	System Integration	21,084	23,161	54.9%	+2,077	+9.9%	23,897	55.5%	+736	+3.2%
	Service and Support	18,134	19,031	45.1%	+897	+4.9%	19,171	44.5%	+139	+0.7%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		1Q 2019	1Q 2020				1Q 2021			
		Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
System Integration business	SI related products	108,663	107,323	53.1%	-1,339	-1.2%	120,662	55.3%	+13,339	+12.4%
	Custom-made software etc.	13,411	15,592	7.7%	+2,180	+16.3%	15,569	7.1%	-22	-0.1%
Service and Support business	Supplies	38,696	40,832	20.2%	+2,136	+5.5%	42,297	19.4%	+1,464	+3.6%
	Maintenance, etc.	36,748	38,260	18.9%	+1,512	+4.1%	39,858	18.3%	+1,597	+4.2%

Consolidated Cash flows

(Millions of yen)

	1Q 2019	1Q 2020	1Q 2021
C/F from operating	11,794	15,714	24,498
C/F from investing	-1,569	-2,234	-2,246
C/F from financing	-16,228	-20,996	-21,968
Cash and cash equivalents at end of period	145,588	168,681	179,274

Consolidated Equity and Interest-bearing debt

(Millions of yen)

	2019 Mar. 31	2020 Mar. 31	2021 Mar. 31
Equity	224,119	246,308	268,362
Interest-bearing debt	9,014	9,244	9,198
Total assets*	430,084	452,969	487,209
Equity ratio*	52.1%	54.4%	55.1%
Interest-bearing debt ratio*	2.1%	2.0%	1.9%

Non-consolidated Key strategic business

(Millions of yen)

	1Q 2019	1Q 2020		1Q 2021			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	41,509	42,947	+1,437	+3.5%	45,129	+2,182	+5.1%
SMILE	2,706	2,894	+187	+6.9%	2,457	-437	-15.1%
ODS	14,231	13,670	-560	-3.9%	13,466	-203	-1.5%
OSM	18,530	20,500	+1,969	+10.6%	24,245	+3,744	+18.3%
<As reference: Number of Sales> (Units)							
Copier	10,507	9,486	-1,021	-9.7%	9,836	+350	+3.7%
(of which color copier)	10,203	9,259	-944	-9.3%	9,572	+313	+3.4%
Server	8,254	7,155	-1,099	-13.3%	6,503	-652	-9.1%
PC	458,136	374,780	-83,356	-18.2%	692,078	+317,298	+84.7%
Client Total	469,499	385,596	-83,903	-17.9%	813,193	+427,597	+110.9%

Future Plans**Plans of consolidated Net sales and profits**

(Millions of yen)

	1Q 2021 (Result)	1H 2021 (Plan)	FY 2021 (Plan)
Net sales	239,350	449,950	865,000
Operating profit	16,699	32,000	58,100
Ordinary profit	17,238	32,500	59,000
Profit*	11,486	21,680	39,550

*Profit attributable to owners of parent

Plans of consolidated Net sales by segments

(Millions of yen)

	FY 2019 (Result)	FY 2020 (Result)		FY 2021 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	578,698	526,613	-9.0%	540,600	+2.7%
Service and Support	307,837	309,710	+0.6%	324,400	+4.7%